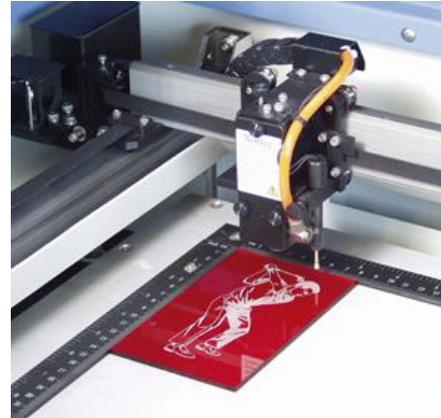




### Case Study: Technology Supplies Ltd

#### Topic: SAP Business One & Server Virtualisation

Technology Supplies Ltd (TSL) is a Shropshire based business that supplies schools and colleges with a comprehensive range of products, services and equipment to meet their requirements.



Founded in 1986, TSL have built up a strong reputation throughout the UK by focusing on providing a high level of service to clients. A sound IT infrastructure ensures this is possible.



***"The whole project preparation and implementation of SAP Business One was a tremendous success."***

-Gordon Campbell, Managing Director, Technology Supplies Ltd

#### Overview

TSL had been using Sage Line 100 as their main business application for a number of years but were finding that it had become outdated and did not meet their current needs. They originally thought that they would update Sage to the latest version and purchase a customer relationship management system, but after researching the benefits that SAP Business One could bring to the organisation, felt one single integrated application was the way forward.

Gordon Campbell, Managing Director of TSL says "Technology supplies Ltd implemented the SAP Business One system in July 2008. This was a major project for the company as this new business system covered all aspects of the organisation from sales order processing through to finance and inventory management. It was obviously vitally important that we chose the right business partner for this critical project."

He goes on "It became abundantly clear during initial meetings with Integratech that we were dealing with an extremely professional and knowledgeable organisation so they became the clear partner of choice." Work began shortly after the initial meetings to install SAP Business One alongside a number of other key solutions.

## Strategy

“We went ‘live’ with the new SAP Business One system on time and within the quoted cost. This was largely due to the high level of support, strong project management and ‘attention to detail’ by the team at Integratech” says Gordon. A new dedicated server was installed alongside SAP Business One to host the application and to ensure optimum system performance.

Since the initial project implementation TSL decided to look into SAP Business One bolt-on solutions to further improve operations. Gordon continues “We have recently installed the Accellos Warehouse Management System and the Valogix MRP System to further enhance our logistics and inventory management process. These bolt-on systems were specified by Integratech Ltd and their support and assistance during implementation was absolutely first class.”

In the summer of 2011 TSL unveiled expansion plans and moved its head office to a new purpose built facility. There was a need for TSL’s IT network to be improved and Integratech carried out the following work:

- ✚ Virtualised servers and installed VMware virtualisation software.
- ✚ Installed and configured a SAN (storage area network) box for improved data storage.
- ✚ Installed a VoIP phone system for improved internal and external communication.
- ✚ Installed network switches to increase bandwidth and improve network performance.
- ✚ Installed a unified threat management appliance to improve network security and web filtering.

Due to the fact TSL has a clear focus on expanding their business it is important that they have the most appropriate IT solutions in place to give them a technological advantage over competitors. Integratech regularly liaise with TSL to ensure they are aware of the latest solutions.

## Benefits

Gordon Campbell is delighted with the upgraded systems. “Overall we continue to be very pleased with the ongoing support and relationship with Integratech. They are a very professional and ethical business partner and we have total faith that they will continue to provide the right IT solutions.”

By upgrading their system to SAP Business One, TSL now benefits from a fully integrated business management solution. The SAP add-on solutions have meant TSL are making less picking errors therefore receiving less returns. Goods are going out quicker, usually the same day. Gordon understands these clear benefits “The Integratech team knowledge of the SAP Business One and Sage systems was pivotal in delivering a successful outcome to the project.”

Server virtualisation has brought additional benefits to the organisation. TSL are now fully protected against hardware failure and data can easily be transferred in the event of a disaster. Multiple operations systems can be installed on one physical server meaning a greater amount of flexibility is possible.

Integratech will continue to work closely with TSL on new ways that IT can bring tangible benefits to TSL. As TSL continues to focus on growing the business IT will no doubt play an important part in their growth strategies.